

# **INVESTOR PRESENTATION**

# As of 30 June 2019

NCOR BANK © 2018 CONFIDENTIAL



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# **Overview of Noor Bank**

#### Snapshot

<ul> <li>Established by the Government of Dubai in 200 commenced operations in January 2008</li> <li>Privately owned bank with a strategic shareholder base</li> <li>Integral to Dubai's vision to be the centre of the global economy</li> <li>Offers a comprehensive range of Shari'ah compliant pr and services across four principal business group Corporate Banking, (2) International and Investment Ba</li> </ul>							
	<ul> <li>(3) Retail Banking and (4) Treasury</li> <li>Committed to a vision of being recognized as the world's best contemporary Shari'ah compliant bank</li> </ul>						
	Agency	Outlook	Date				
Credit Rating	FitchRatings	A-	Stable	Jun-19			
	Bank's Viability Ra	ting upgraded from	n 'b+' to 'bb-' ir	n 2018			

### Select Awards and Accolades



#### **Financial Highlights**

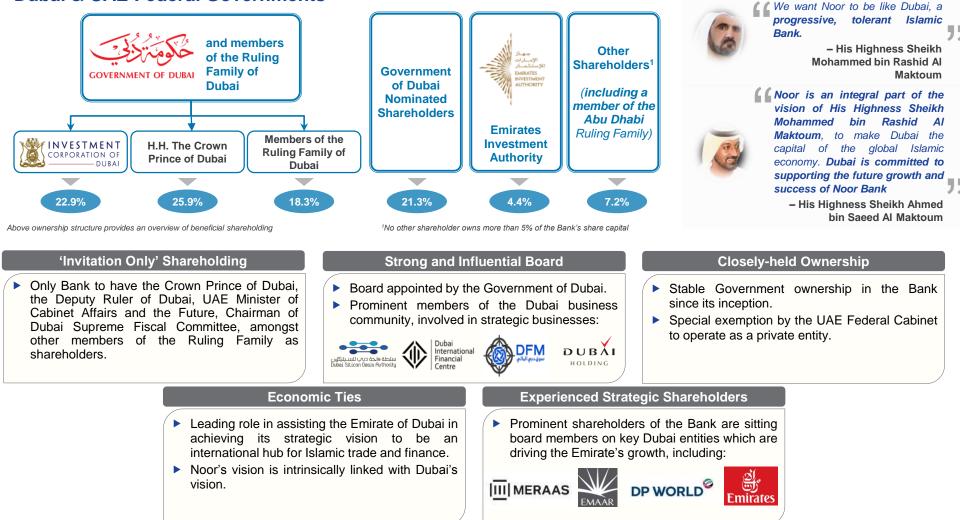
USD Mn	2015	2016	2017	2018	H1-18	H1-19
Balance Sheet						
Investments in Islamic Financing	6,318	7,056	7,473	8,712	8,125	8,535
Total Assets	10,744	11,051	11,617	13,809	12,412	12,882
Customer Deposits	8,753	8,114	8,257	9,626	8,399	9,324
Shareholders' Equity	956	1,457	1,593	1,636	1,574	1,763
Income Statement						
Operating Income	380	463	533	549	269	289
Expenses	(174)	(187)	(199)	(199)	(94)	(97)
Net Profit	153	100	101	164	87	112
Key Metrics						
Return on Shareholders' Equity	16.7%	8.2%	6.8%	11.9%	13.2%	16.1%
Net Profit Margin	2.8%	2.8%	3.2%	3.0%	3.2%	2.9%
Cost to Income	45.7%	40.5%	37.4%	36.3%	35.3%	33.5%
Impaired Financing	4.7%	5.1%	4.3%	4.4%	4.5%	4.3%
Capital Adequacy	15.2%	17.3%	17.9%*	16.2%*	16.2%*	17.2%*

#### Refreshed strategy has helped deliver robust financial performance. Record revenues and profits in H1-19

\* Under Basel III

# Strategic Sovereign & Ruling Family Ownership

# O Noor Bank is the only UAE Bank to have joint ownership by Dubai & Abu Dhabi Ruling Families and the Dubai & UAE Federal Governments



# **Strong and Influential Board**



## **CO** The Bank's board has been appointed by the Government of Dubai

**Overview of the Current Board of Directors** 



#### H.H. Sheikh Ahmed Bin Mohd Bin Rashid Al Maktoum, Chairman

- Member of the Dubai Ruling Family
- Select Roles: Chairman of Mohammed bin Rashid Al Maktoum Knowledge Foundation, UAE National Olympic Committee, Dubai Cultural Committee

#### H.E. Essa Abdulfattah Kazim Al Mulla, Vice Chairman

 Select Roles: Governor of DIFC, Chairman of DFM, Borse Dubai, DIFC Authority and DIFC Investments, Vice Chairman of Noor Investment Group, Board Member of Noor Takaful Family, Noor Takaful General, Nasdaq Dubai and Etisalat

#### Dr. Mohamed Ahmed Al Zarooni, Member

Select Roles: Director General of Dubai Airport Freezone Authority, Chairman of World Freezone Organization, Vice Chairman and CEO of Dubai Silicon Oasis Authority and Board Member of Dubai Aerospace Enterprises

#### Khalid Abdulkarim Hussain Almalik, Member

Select Roles: Chairman of Arady Development, Dubai Creek Harbour and SmartCity Malta. Board member of Emirates Central Cooling Systems Corporation, Tunis Telecommunication and UAE International Investors Council

#### Maha Abbas Mohammad Jabr, Member

 Select Roles: Board member of Noor Investment Group, Noor Takaful Family and Noor Takaful General

#### Raed Mohammed Khalifa Kajoor Al Nuaimi, Member

 Select Roles: Chairman of Dubai Hills Estates, Rove Hotels, Vice Chairman of Rove Hospitality, Noor Takaful Family and Noor Takaful General and Board Member of Marsa Al Seef



#### **Rashid Mohammed Al Mutawa, Member**

Select Roles: Board Member of the Telecommunications Regulatory Authority and Dubai Real Estate Corporation



#### Mohamed Sulaiman Abdulaziz Almulla, Member

Select Roles: Board member of Noor Investment Group and Executive Director and CEO of DXB Entertainments

# Leading Internal Shari'ah Supervision Committee

O The Bank's Internal Shari'ah Supervision Committee (ISSC), a separate and independent body that is appointed by the shareholders, comprises of leading Islamic scholars who have extensive experience and expertise in Shari'ah, legal, financial and banking-related matters

Dr. Mohamed Daud Bakar Dr. Mohamed Ali Elgari Dr. Ibrahim Ali Al Mansoori Chairman. ISSC Member. ISSC Member. ISSC > Dr. Mohamed Ali Elgari is member of numerous Dr. Mohd Daud Bakar is the Founder and Group Dr Ibrahim Ali Abdullah Al-Mansoori is a prominent Shari'ah Boards of Islamic Banks and Takaful

Dr. Mohamed Ali Elgari is also a member of the Islamic Jurisprudence Academy of the OIC, the Islamic Jurisprudence Academy of the Islamic World League, the Shari'ah Council of Auditing Organization for Islamic Financial Institutions (AAOIFI), Journal of the Jurisprudence Academy (of the IWL), Journal of Islamic Economic Studies (IDB), Journal of Islamic Economic (IAIE, London), and the advisory board of Harvard Series in Islamic Law, Harvard Law School,

Companies worldwide.

- Chairman of Amanie Group, a global boutique Shari'ah advisory firm.
- Dr. Mohd Daud Bakar is also a Chairman of the Shari'ah Advisory Councils of Bank Negara Malavsia. the Securities Commission and the Labuan Financial Services Authority, Chairman of the Shari'ah Committee of the International Islamic Liquidity Management Corporation and is a Shari'ah Board member of many regional and international banks.
- Shari'ah scholar from the UAE currently serving as the Director of Sharjah Islamic Center for Economy & Finance Studies as well as the Assistant Professor of Economy & Islamic Banks, University of Sharjah..
- Dr Al-Mansoori is also the Chairman of Internal Shari'ah Supervision Committee (ISSC) of Al Hilal Bank and a member of ISSC of Sharjah Islamic Bank and Al-Masraf Al-Islami.

The ISSC supports a progressive vision that will enable Noor Bank to further cement its position as a leading Islamic bank

## Profile of ISSC Members

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# **Overview of Noor Bank's History**



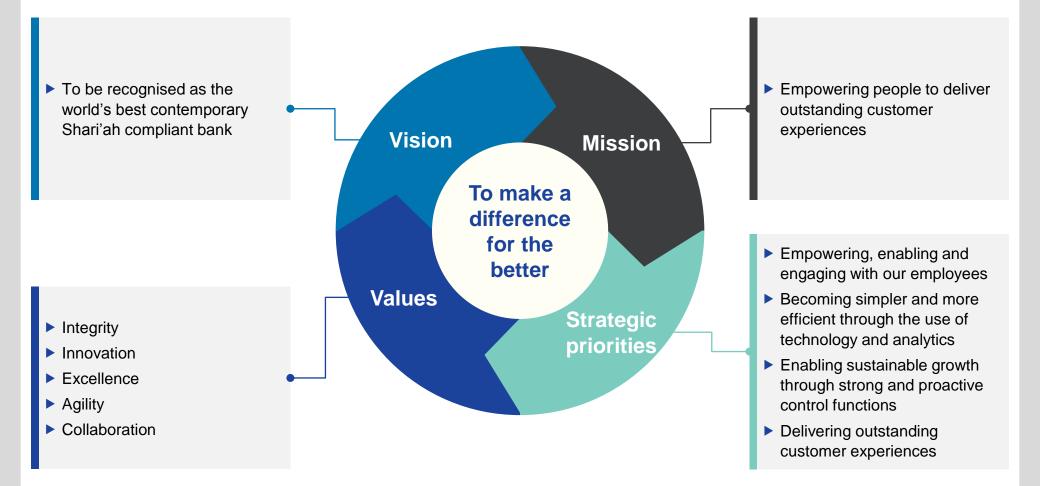
<ul> <li>2008</li> <li>Official launch with initial equity of AED 3Bn</li> <li>Best New Islamic Bank by International Islamic Forum</li> </ul>	<ul> <li>2011</li> <li>His Highness Sheikh Ahmed Bin Mohammed Bin Rashid Al Maktoum appointed as Chairman</li> </ul>	<ul> <li>2014</li> <li>Bank rebranded as N</li> <li>The AED 770Mn Sup II funding provided by was prepaid in full</li> <li>Bank is assigned a fin (stable) rating by Fitc</li> </ul>	pport Tier y UAE CB rst time A-	<ul> <li>Issued 2nd trancyear Sukuk overs</li> <li>Launched new m platform</li> </ul>	nd Values redefined he of USD 500Mn 5- subscribed 2.1 times obile banking ank's Viability Rating rade Business	<ul> <li>2019</li> <li>Launched Digital wallet proposition through a Noor Bank- Etisalat JV</li> <li>Corporate governance strengthened through inaugural issues of 2018 Annual Report, Sustainability Report and quarterly financial disclosures</li> <li>Built various strategic alliances to strengthen Brand visibility and product offerings</li> </ul>		
2008 2009	2010 2011	2012 2	2013	2014 20'		2017 2018		
Lehman files for Chapter 11 Bankruptcy	09 Sister company Noor Takaful launched Systemic support funding of AED 50Bn provided by UAE Government to all UAE Banks	<ul> <li>2013</li> <li>Mobile banking application launched</li> <li>Noor Trade launched</li> </ul>	Certific Progra highly	shed USD 3Bn Trust rate Issuance mme and issued a successful USD 5-year Sukuk	<ul> <li>2016</li> <li>Successful pricing perpetual USD 500Mn Tier 1 capi Sukuk</li> <li>'Best Islamic Bank the UAE' by Globa Finance Magazine</li> </ul>	appointed as Chief Executive Officer k in al board approves		

A valued franchise built on sustainable growth over its 11-year history



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# We have redefined our vision, mission and values...



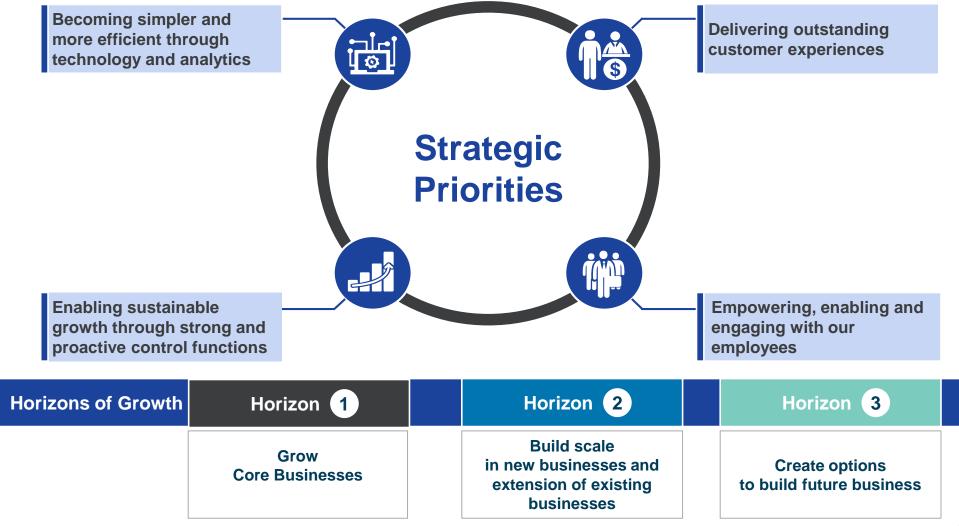
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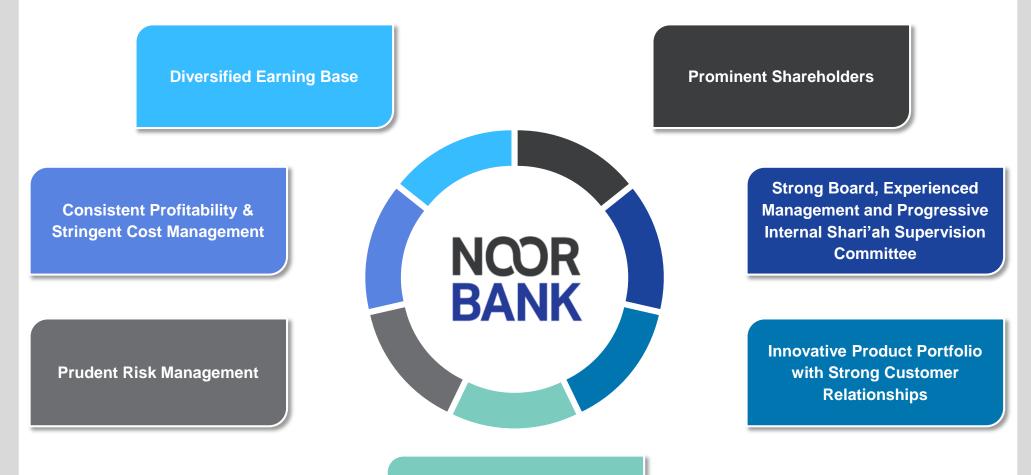
# Strategy

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© Noor Bank's new strategy is focused on customer service and employees, while improving efficiency and processes to provide a sustainable growth platform







Well Managed Growth with a Stable Funding Profile

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# **Overview of Business Segments**

© The Bank offers a comprehensive range of Shari'ah-compliant products and services in corporate banking, retail banking, investment banking & financial institutions and treasury

#### **Overview of Business Segments**

#### **Corporate Banking**

#### **Retail Banking**

- Operates a full service corporate bank which includes dedicated relationship managers and product professionals across the UAE
- Offers the Bank's broad trade product offering and strong treasury product base, demonstrated track record of innovation and strong customer service and delivery
- Services its customers through a number of units organised on both a geographical and product-specific basis
- Provides a comprehensive range of retail solutions from traditional financial planning and transactional services to innovative and partnership-driven digital solutions
- Principal business units are business banking, Wealth Management, Home Finance, personal finance/cards, auto finance, banca takaful and transaction & saving solutions
- Business Banking: caters to the domestic and international business needs of clients through a broad suite of SME products & solutions

#### International and Investment Banking

- Investment Banking: offers a diversified range of products, including syndication, project financing, Sukuk, structured finance and securitisation, as well as financial advisory and agency services
- Financial Institutions: responsible for establishing and maintaining relationships with financial institutions internationally. Currently, has exposure across various regions including Africa, South Asia, the Middle East, Europe and Far East Asia

#### Treasury

- Responsible for providing the Bank with its funding and foreign exchange requirements and for managing its own balance sheet risks that arise out of its business activities, including liquidity, foreign exchange and profit rate risks
- Operates through four key desks: sukuk trading; asset and liability management (ALM) and foreign exchange; structured products; and treasury sales
- Provides investment products and hedging solutions for the Bank's customers



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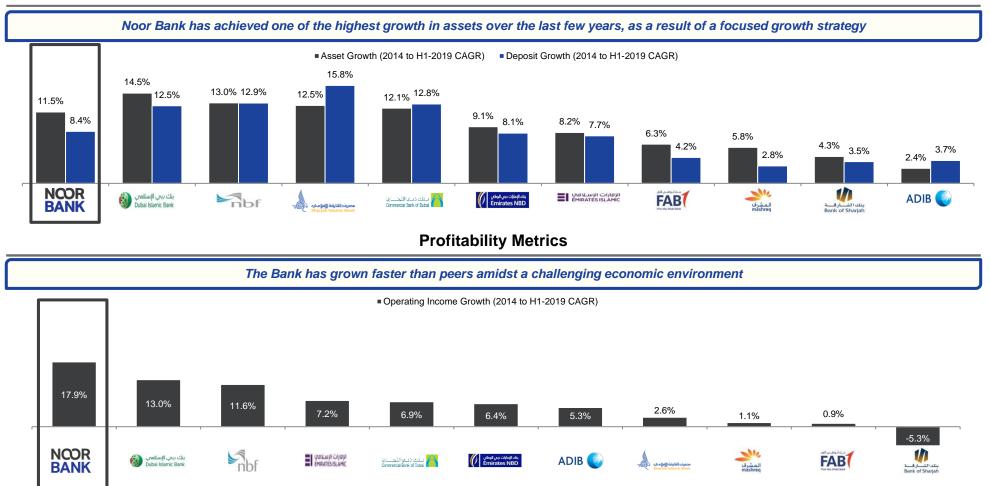


## ∞ Strong Balance Sheet growth faster than market, driving income growth

USD Mn	2014	2015	2016	2017	2018	CAGR v. 2014	H1-18	H1-19	Y-o-Y Growth
Balance Sheet Items									
Cash and Balances with CBUAE	923	2,027	919	1,246	1,872	19.3%	1,286	1,356	5.4%
Investments in Islamic Financing	4,911	6,318	7,056	7,473	8,712	15.4%	8,125	8,535	5.1%
Investments in Sukuk & Equity Funds	784	665	1,104	1,015	1,937	25.4%	1,476	1,558	5.5%
Total Assets	7,899	10,744	11,051	11,617	13,809	15.0%	12,412	12,882	3.8%
Customer Deposits	6,494	8,753	8,114	8,257	9,626	10.3%	8,399	9,324	11.0%
Total Liabilities	7,008	9,788	9,595	10,024	12,172	14.8%	10,838	11,120	2.6%
Total Equity	891	956	1,457	1,593	1,636	16.4%	1,574	1,763	12.0%
Income Statement Items									
Net Income from Islamic Financing	179	242	273	314	338	17.2%	171	173	1.4%
Non-Funded Income	97	139	190	219	211	21.5%	99	116	17.4%
Total Operating Income	276	380	463	533	549	18.8%	269	289	7.3%
Total Expenses	(133)	(174)	(187)	(199)	(199)	10.6%	(94)	(97)	(1.7%)
Operating Profit, pre-Impairment	143	207	276	334	350	25.1%	175	192	10.3%
Impairment on Financial Assets	(33)	(54)	(176)	(228)	(167)	49.6%	(87)	(80)	8.9%
Core Operating Profit	109	153	100	106	183	13.7%	87	112	29.7%
Net Profit	185	153	100	101	164	(3.0%)	87	112	28.8%
Key Ratios									
Net Profit Margin	2.8%	2.8%	2.8%	3.2%	3.0%		3.2%	2.9%	
Non Funded to Operating Income	35.1%	36.5%	41.0%	41.1%	38.5%		36.7%	40.1%	
Cost to Income	49.7%	45.7%	40.5%	37.4%	36.3%		35.3%	33.5%	
Return on Assets	1.5%	1.5%	0.9%	0.9%	1.3%		1.5%	1.7%	
Eligible Liquid Asset (ELAR)	14.8%	23.4%	13.2%	16.9%	22.8%		16.9%	18.1%	
Financing to Deposit	75.6%	72.2%	87.0%	90.5%	90.5%		96.7%	91.5%	
Impaired Financing	7.3%	4.7%	5.1%	4.3%	4.4%		4.5%	4.3%	
Impaired Financing Coverage	105.5%	112.9%	122.8%	151.1%	151.7%		148.2%	152.2%	

- Strong performance in 2019 on the back of record H1 revenues and profits
- Robust balance sheet with improving asset quality and strong liquidity and capital ratios
- Stable and well diversified funding base
- Prudent risk management has led to improving trend in impaired financing ratio and cost of risk
- Cost to income ratio continues to improve as a result of disciplined cost management
- Return on Shareholders' Equity and Return on Assets have increased with improved profitability

# © Noor Bank has delivered strong growth, considerably higher than industry peers, while maintaining a prudent risk management approach

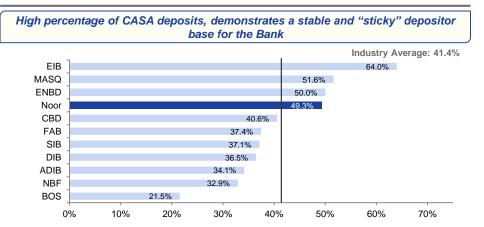


#### **Asset & Deposit Growth**

Source: Each bank's annual reports and financial statements for the periods ended 30 June 2019 and 31 December 2014

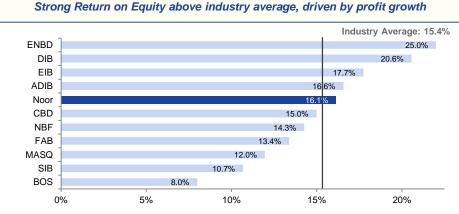
# **Stable Deposit Base and Strong Credit Quality**

# © Relative to UAE banks, Noor Bank enjoys a stable deposit base and strong credit quality with impaired financing and coverage ratios better than industry averages

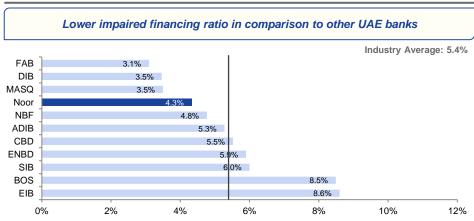


#### Deposit Stability (CASA as % of Deposits)

Return on Shareholders' Equity Ratio<sup>1</sup> (%)

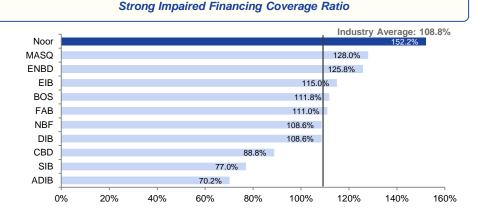


1 Based on equity capital and net profit less Tier1 Sukuk and associated profit distributions Source: Each bank's financial statement for the period ended 30 June 2019



## Impaired Financing Ratio (%)

## Impaired Financing Coverage Ratio(%)

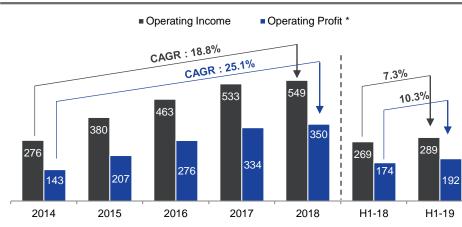


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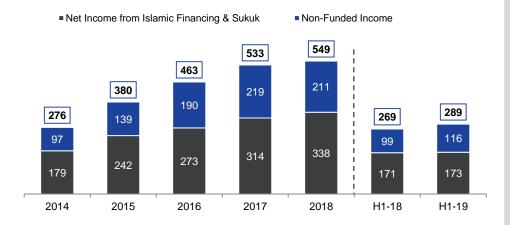
# **Operating Performance and Profitability**

## ∞ The Bank has continued to report strong profits while improving its operating efficiency



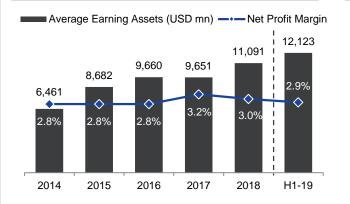
## Profitability (USD Mn)

Components of Operating Income (USD Mn)

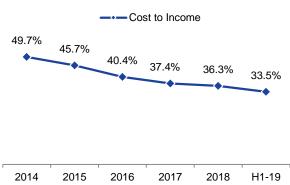


\* Represent pre-impairment operating profit

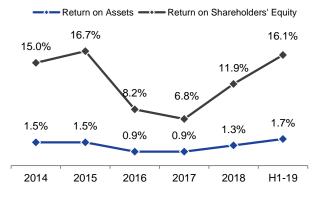
## Improved Net Profit Margins (%)



## Improving Operating Efficiency (%)



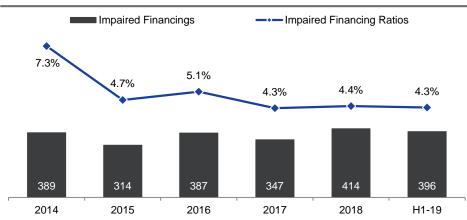
## **Operating Returns (%)**



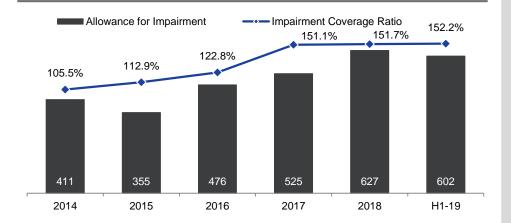
# **Asset Quality**



## © Robust and improving asset quality on the back of a prudent risk policy

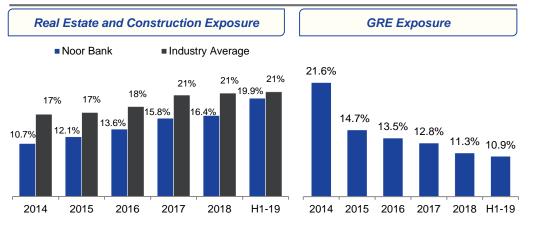


#### Impaired Financings (USD Mn)



Strong Coverage Levels (USD Mn)

#### Exposure to Key Sectors



## **Key Highlights**

- Impaired Financing and Impairment Coverage ratios have improved consistently over the years and are better than industry averages
- Real Estate and Construction exposure below industry average of 21% despite some increase in 2019
- Concentration to Government related entities (GREs) has reduced significantly from peak levels of 27.8% in 2013 and 40.2% in 2012

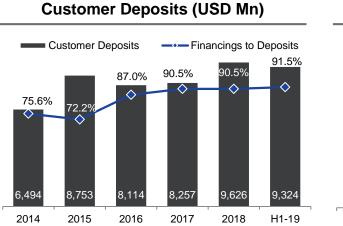
# **Funding Overview**



## **co** Noor Bank maintains a strong and stable liquidity funding position

2014

2015



# 51% 51% 65% 61% 49% 49% 49% 49% 35% 39% 51% 51%

2016

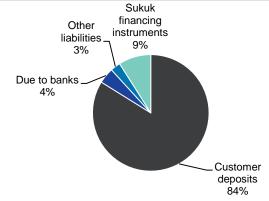
2017

2018

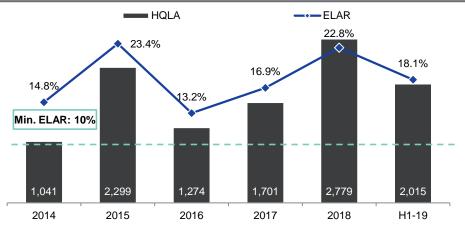
H1-19

**Breakdown of Deposits** 

## Overview of Funding Mix (Jun'19)



## Overview of Liquidity Position (USD Mn)



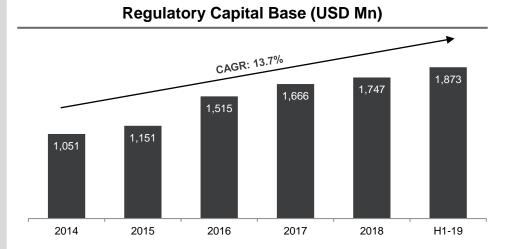
## **Key Highlights**

- Strong liquidity position with ELAR significantly above minimum regulatory requirement of 10%
- Effective deployment of excess liquidity from customer deposits into financing assets, optimizing the Balance Sheet
- Customer deposits comprise the majority of the Bank's funding profile (accounting for 84% of total liabilities) and are mainly CASA deposits providing Noor Bank with a stable funding profile
- Bank has diversified its funding base through two issues of senior unsecured Sukuk of USD 500Mn each and Tier 1 Sukuk of USD 500Mn

# Capitalisation



## **©** Noor Bank maintains healthy capital ratios well above regulatory requirements



## Overview of Capitalisation (%) ---- CET 1 Ratio [Regulatory Min.: 9.50%]\* ---- Tier 1 Ratio [Regulatory Min.: 11.00%]\*

---- Capital Adequacy Ratio [Regulatory Min.:13.00%]\*

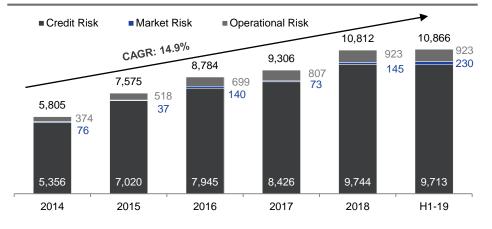


\* Including capital conservation buffer requirement of 2.50% (2018: 1.875%) under Basel III effective 2018

## **Key Highlights**

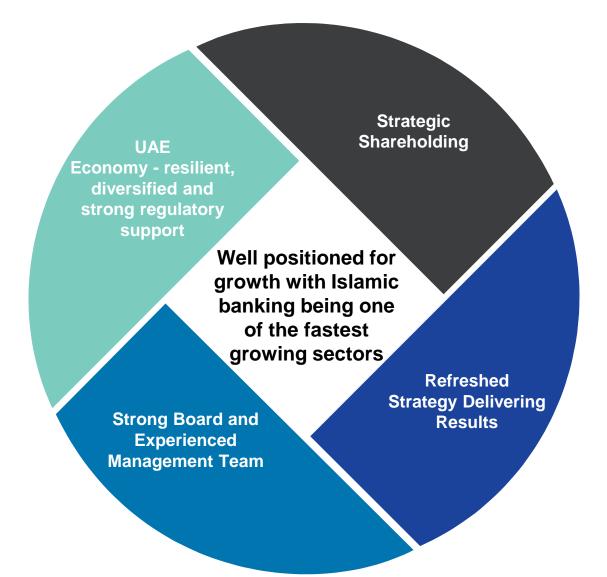
- Risk weighted assets have grown steadily in line with Balance Sheet growth as the bank expanded its business
- Regulatory capital base increased at CAGR of 13.7% since 2014 to cross USD 1.8Bn through strong internal capital generation
- The Bank enjoys a healthy Tier 1 ratio of 16.1% and CAR of 17.2%, well above the regulatory requirements under Basel III. CET 1 ratio is at 11.5% against a regulatory threshold of 9.5%

## **Risk Weighted Assets (USD Mn)**

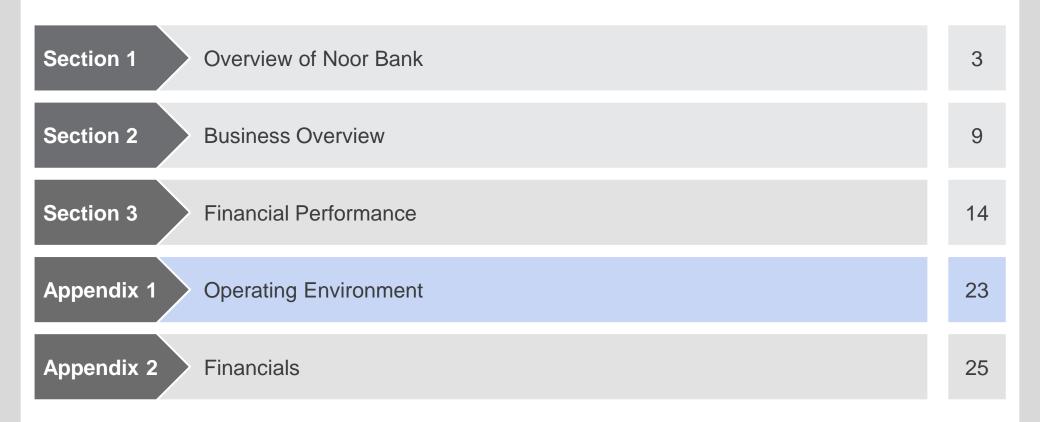


# **Closing Remarks**





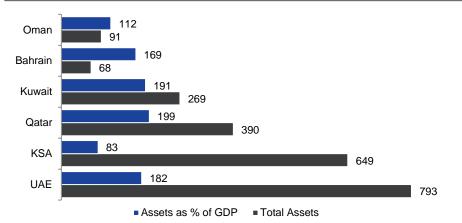




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#### **Snapshot of the UAE Banking Sector**

- The UAE banking industry, which is the largest banking industry in the GCC, comprises of 22 domestic banks and 27 foreign banks\*
- The industry is regulated by the UAE Central Bank, which was established in 1980 and is considered the lender of last resort. The UAE Central Bank has a strong track record of providing systemic support to the banking industry, as and when needed
- Effective 1 January 2018, Basel III regulations have been implemented by the UAE Central Bank. The majority of capital instruments issued by UAE banks are already Basel III compliant (including Noor Bank's USD 500Mn 6.25% Tier 1 Sukuk issued in 2016)
- IFRS 9 has been effective 1 January 2018. Classification and measurement of financial instruments under the new standard is based on cash flow characteristics and underlying business model. The new impairment model under IFRS 9 requires recognition of impairment loss based on expected credit loss rather incurred loss basis. The impact of changes in classification and measurement is not significant
- Value Added Tax (VAT) has been effective 1 January 2018 in the UAE and the same has been implemented by the Bank



UAE Banking Sector in Context of the GCC (USD Bn)

Source: Central Bank websites as of June 2019; UAE data as of May 2019 and Bahrain data excludes foreign assets \* As of March 2019

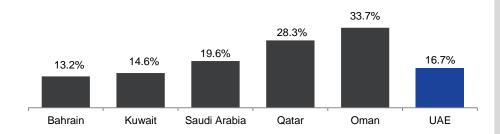
#### Key Industry Indicators (USD Bn)

	2014	2015	2016	2017	2018	May-19
Total Assets	622.8	669.5	705.8	733.4	783.6	793.1
Deposits	387.0	400.7	425.5	443.0	478.0	478.9
Loans & Advances	370.5	399.1	423.0	430.2	451.0	418.4
Total Provisions	26.1	26.9	29.3	29.8	33.5	34.8
Loan to Deposit (%)	95.8%	99.6%	99.4%	97.1%	94.4%	87.4%
CAR (%)	18.2%	18.3%	18.9%	18.1%	18.2%	17.9%*
Tier 1 Ratio (%)	16.2%	16.6%	17.3%	16.6%	16.9%	16.6%*

Source: UAE Central Bank

## GCC Banking Sector (Gov't Deposits as % of Total Deposits)

The UAE banking system is one of the least dependent amongst GCC countries on Government deposits making the UAE less vulnerable on a relative basis



Source: Central Bank websites as of June 2019; UAE data as of May 2019 and Bahrain data for retail banks only



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# **Statement of Financial Position**



USD Mn	2014	2015	2016	2017	2018	H1-19
Cash and Balances with UAE Central Bank	923	2,027	919	1,246	1,872	1,356
Due from banks	815	1,252	1,504	1,329	805	932
Investments in Islamic financing instruments	4,911	6,318	7,056	7,473	8,712	8,535
Investments in Sukuk & Equity Funds	784	665	1,104	1,015	1,937	1,558
Investment Properties	345	335	323	321	274	273
Other Assets	62	62	91	186	156	177
Property and Equipment	59	59	53	47	52	51
Total Assets	7,899	10,744	11,051	11,617	13,809	12,882
Customer deposits	6,494	8,753	8,114	8,257	9,626	9,324
Wakalah term deposits	148	148	-	-	-	-
Due to banks	148	103	695	520	749	486
Sukuk financing instruments	-	500	500	500	1,000	1,000
Other liabilities	218	285	285	747	797	309
Total Liabilities	7,008	9,788	9,595	10,024	12,172	11,120
Share capital (Issued & subscribed)	914	914	914	973	973	973
Statutory Reserve	43	58	68	78	94	94
Tier 1 Sukuk	-	-	500	500	500	500
Other reserves	29	32	24	30	-	30
(Accumulated Losses)/Retained earnings	(95)	(48)	(49)	11	69	165
Total Equity	891	956	1,457	1,593	1,636	1,763
Total Liabilities and Equity	7,899	10,744	11,051	11,617	13,809	12,882

# **Income Statement**



USD Mn	2014	2015	2016	2017	2018	H1-18	H1-19
Income from Islamic financing and Sukuk	244	308	368	420	531	249	298
Depositors' share of profit	(65)	(66)	(95)	(106)	(193)	(78)	(125)
Net income from Islamic financing	179	242	273	314	338	171	173
Fee and other income, net of charges	81	140	171	203	189	98	108
Gain on investments in Sukuk	8	(1)	19	16	22	1	8
Change in fair value of investment properties	8	-	-	-	-	-	-
Total operating income	276	380	463	533	549	269	289
Staff costs	(93)	(130)	(136)	(145)	(140)	(68)	(73)
General and administration expenses	(35)	(36)	(44)	(46)	(50)	(23)	(20)
Depreciation	(6)	(7)	(8)	(8)	(9)	(5)	(4)
Total operating expenses	(133)	(174)	(187)	(199)	(199)	(95)	(97)
Operating profit before impairment charges	143	207	276	334	350	174	192
Impairment charge on Islamic financing instruments	(33)	(54)	(176)	(228)	(167)	(87)	(80)
Core operating profit	109	153	100	106	183	87	112
Impairment on equity and property investments	75	-	-	(5)	(19)	-	-
Share of Profit /(Loss) from joint venture	-	-	-	-	-	-	(1)
Net profit	185	153	100	101	164	87	112



**Thank You** 

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